

Message Text

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47

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
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R 140839Z NOV 75
FM AMEMBASSY TOKYO
TO USDOC WASHDC
INFO SECSTATE WASHDC 4878

UNCLAS TOKYO 16358

FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: IPC APRIL 76

REF: (A) TOKYO 16066 PARA FOUR; USDOC 16602 (B) USDOC 16885

1. REFTEL (A): J.ABE, DIGITAL EQUIPMENT INTL HAS INFORMED TC THAT FIRM WILL PARTICIPATE SUBJECT SHOW EXHIBITING "INDUSTRIAL 14", DEC'S FREQUENCY CONTROLLER, A NEW PRODUCT LINE, THAT MUST BE SHIPPED FROM U.S. FOR DEMONSTRATION SUBJECT EVENT. ABE WILL CONTACT SMART THIS EFFECT, WILL SUBMIT PA/NTM CONTRIBUTION TC UPON RECEIPT PRINCIPAL CONCURRENCE. WILL ADVISE.
FYI: MR. ABE STATED THE NEW SALES DISTRIBUTION OUTLET HAS BEEN FORMED TO MARKET THIS PRODUCT AND THAT PARTICIPATION MEETS NTM DEFINITION AS STATED IN THE CONDITIONS OF PARTICIPATION.

2. REFTEL (B): PER TC DISCUSSION WITH TAKAGI, CHIEF, 2ND IMPORT DEPT, MIDORIYA, NOVEMBER 12, TAKAGI WILL REPLY DIRECTLY UNDERBRINK SOONEST REPOINT QUESTIONED REFTEL INCLUDING POSSIBILITY SUNDSTRAND NTM PARTICIPATION, SELECTION EXHIBIT ITEMS BY BOTH PARTIES.

3. Y. SHIMIZU, DIRECTOR, TOMINAGA AND CO, DESIRES PARTICIPATE SUBJECT SHOW REPRESENTING LIQUID CONTROLS CORP, CHICAGO ILL, THROUGH EMC, HOCKMAN-LEWIS LTD, EAST ORANGE, NJ, EXHIBIT PRODUCTS WILL BE VARIOUS FLOW METERS FROM LOCAL STOCK.
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SHIMIZU NOW NEGOTIATING WITH O.A. SINNOTT VP, HOCKMAN,

(201) 679-4600, FOR FINANCIAL SUPPORT. TOMINAGA WILL SUBMIT
TC PA/CONTRIBUTION, DO NECESSARY PRE-SHOW ARRANGEMENTS, MAN
BOOTH IF HOCKMAN ACCEPTS SHIMIZU PROPOSAL. PLS ENCOURAGE.
FYI: TOMINAGA WAS A SUCCESSFULL EXHIBITOR IN TC FLUID POWER
SHOW, SEPTEMBER 1974, REPRESENTING TRI-ROTOR INC.
HODGSON

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